

THE EDITOR'S MAIL BAG

I am printing below extracts from a letter written by Mr. John L. Perkinson now of Allegheny, Pa., to the editor of this paper. The letter is full of sound sense and practical wisdom, and tells some plain, every day truths. Mr. Perkinson was one of the first subscribers to The Colored American when it was established in Washington nearly nine years ago, and has not only paid his own subscription, but has obtained many other subscribers. He joined the army and went to Cuba during the Spanish-American War, and served there with great credit to himself and his race, until he was mustered out. What he has done, others should do. I print his letter and give it prominence because it is one of many that come to this office every day from practical men of the race, who in their own modest way are solving the problem:

Editor The Colored American:—I take pleasure in acknowledging your letter with a receipt for \$6.00 I sent you for subscribers. I am doing well here, in fact, better than I have ever done before. Talk about work, there is no end of work for all who want work. Since I have been here I have often thought how well it would be if some of the colored men in Washington, who are constantly looking for work and want to prosper, would come here for they could work both night and day if they could stand it. Washington is a nice place for those who have a little money or a government job, but no good for people unless they have a business to keep them going. * * I have a very good place here, I am boss truck painter and I must say that I am given my full opportunity. I draw from \$30 to \$50 every two weeks for my work and there are openings here for hundreds of colored men in Washington and elsewhere, who want to work, if they would come here. I cannot do without the grand, old Colored American. It is the greatest Negro newspaper in the country, perhaps in the world. It stands for what it stands for, without apologies, and the grand stand it takes for the race is manly and noble. It is the duty of every intelligent Negro not only to subscribe and pay for The Colored American, himself, but to get his friends to subscribe. When I left Washington, I was in debt as you know, but I am glad to say I have paid every cent and have a handsome bank account left. When I sent the money for the new subscribers I did it because I like the paper and its policy, and if you will remember, I did the same thing for it while I was in Cuba. I was one of the first subscribers to The Colored American, and to-day, I am glad to say that I do not owe it anything and have been a great help to it in a financial way. I have not been able to give to it the time that I should to go out among my friends and get more subscribers, but I assure you I will do so. I want to be remembered to my friends in Washington, and I want to congratulate you on the excellence of The Colored American.

I want to be remembered to all friends in Washington, and remain
Your old friend,
Jno. L. Perkinson,
Allegheny, Pa.

That The Colored American is a great advertising medium and a good business getter is attested by a letter from Mr. Jno. E. Bruce, the secretary of the American Protective League at Providence, R. I. Mr. Bruce wrote an article for The Colored American two weeks ago, setting forth the plans and purposes of the league and the advantages it offered. Here is what he says in a letter to the manager of this paper:

Dear Sir:—You ought to get good prices for advertisements in The Colored

American, for it certainly has a wide circulation. Letters have been rolling into this office from men and women of the race North and South, and nearly all who have written for information have had the courtesy to enclose stamps. I am gratified with the results of course, and feel as does the president Mr. Henderson, that the investment was a safe and wise one. One man in Charleston, S. C., Rev. J. E. Hayne, will subscribe to five hundred shares of stock. Your editorial was alright and to the point. Yours very truly,
(Signed) Jno. E. Bruce

The anonymous writer is a nuisance. He usually has some ax to grind and gets behind a pseudonym to hide himself, and strike out in the dark, as it were. There are exceptions to this rule but they serve only to prove the rule. The ubiquitous writers who sail under various pseudonyms are usually bent on mischief and meanness of some kind. Two cases in point may be located in Chicago. "Phillipino," who seems to have it "in" for everybody and is a "valued" contributor to one of the local hebdomedals, is a fire-brand of the first water. There is another anonymous writer who uses the hackneyed sobriquet "A Well-wisher of the Race." His hobby is to condemn colored men and women who go into business. He criticises their deportment, their conduct and their manner of serving customers, and according to his way of thinking, the colored people are not yet ready or prepared to go into business. If this same writer would turn the same scrutiny on the places of business kept by the Greeks, Italians, Dutch, and low Irish, that he does on colored people in business, he would find the latter superior in every way.

It is well to be sensible and practical on things of this kind and not to expect too much.

A TEXAN A. AND M. COLLEGE.

A Banner Year for Tuskegee—Notes

Tuskegee, Fla., Special:—We have with us for a few days. Hon. R. L. Smith, President of the Farmers' Improvement Society of Texas. Mr. Smith is here in the interest of an Agricultural College which he hopes soon to establish in Texas. He is an energetic and influential citizen of that state.

The schools' enrollment at present is the largest in the history of the institution. Each day brings a greater increase. At this writing it is 975.

During the past summer, 3821 cans of black berries, 2706 cans of peaches, 148 cans of apples, 127 cans of okra, 348 cans of tomatoes, 130 cans of corn, and 74 cans of soup beans were put up by the canning division of the institution, under the supervision of our chaplain, Rev. E. J. Penny. These several fruits and vegetables will prove of great value in the board department during the current school year.

GEO. F. MAYO, JR.

METROPOLITAN WELCOMES DR. HILL

The membership and congregation of the Metropolitan A. M. E. Church tendered Rev. D. G. Hill, their pastor, a reception, Tuesday night of last week. Mr. E. H. Hunter, Secretary of the Board of Trustees, was master of ceremonies. Mr. Thomas H. Wright spoke

in behalf of the trustees, Mr. E. A. Patten in behalf of the Stewards, Dr. W. H. Cinner for the Sunday School, Mr. J. W. Cromwell for the Bethel Literary, Mr. John A. Simms for the church and congregation as a whole, and Miss Chanie A. Patterson for the ladies.

The music for the evening consisted of solos by Miss Maggie Wilson, Miss Mamie A. Chase, Mr. George E. Smart and Prof. J. T. Layton. A feature of the program in which all participated, after replies by Dr. and Mrs. Hill, has reference to the refreshments of which there was superabundance, served by Mr. Emanuel Murray. The lecture room was well filled and the affair was in every way a success.

It Leads Them All.

In another part of this paper will be seen the advertisement of the Hotel Dale at Atlantic City, N. J. This is the largest and most complete and most elegantly furnished hotel in the United States for the accommodation of colored people. The proprietor, Mr. E. W. Dale, on account of not being able to give the management his personal attention, would be glad to consider a proposition from some experienced hotel manager for the purchase of this hotel. It will be a paying investment to the right parties. Address E. W. Dale, Cape May, N. J. tf.

Hear! Hear! Hear!

Our greatest trouble now is to get competent help. We have use for several stenographers, typewriters and clerks, but a good many who are proficient in these lines are employed as menials, and those who are not, are not willing to bear with the concern until their services become valuable, but want to demand master workman's pay for poor and inexperienced service. In most cases they desire to be paid for what they do not know how to do, and blame the management for not wasting the people's money on them.—The American Herald.

Grand Concert at Berean Church

The rare treat in store for lovers of music who will attend the Hackley concert at the Berean Baptist Church on the 18th of October will be augmented by the presence of Mr. Harry T. Burleigh, the famous tenor of New York, who will render a few selections. With Mrs. Hackley and Mr. Burleigh as attractions, nothing will be needed to crowd the church, but local interest in the entertainment will be increased through the presence of some splendid local talent.

Are You out of Work?

Men and women are making money working for us. We want live agents all over the country. We have the greatest money makers on the market. Call on address J. W. Guley and Co., 813 H street northeast, Washington, D. C.

\$ 21.

WE DO NOT MOVE—

Your furniture, but we will loan you money on it at reasonable rates and make the payments to suit your convenience. Our employees are always awake and ready to act promptly upon your application. Call to see us and be convinced. EVANS & CO. 707 G street, n. w.

\$75 to \$150 per month made by agents. Elegant premiums Free Address P. O. Box 570 Louisville Ky. When you write mention this paper

WONDERFUL DISCOVERY

Curly Hair Made Straight By



TAKEN FROM LIFE:
BEFORE AND AFTER TREATMENT.

ORIGINAL
OZONIZED OX MARROW

(Copyrighted.)

This wonderful hair pomade is the only safe preparation in the world that makes kinky or curly hair straight as shown above. It nourishes the scalp and prevents the hair from falling out or breaking off, cures dandruff and makes the hair grow long and silky. Sold over forty years and used by thousands. Warranted harmless. Testimonials free on request. It was the first preparation ever sold for straightening kinky hair. Beware of imitations. Get the Original Ozonized Ox Marrow as the genuine never fails to keep the hair straight, soft and beautiful. A toilet necessity for ladies, gentlemen and children. Elegantly perfumed. The great advantage of this wonderful pomade is that by its use you can straighten your own hair at home. Owing to its superior and lasting qualities it is the best and most economical. It is not possible for anybody to produce a preparation equal to it. Full directions with every bottle. Only 50 cents. Sold by druggists and dealers or send us 50 cents for one bottle or \$1.40 for three bottles. We pay all express charges. Send postal or express money order. Write your name and address plainly to

OZONIZED OX MARROW CO.,
76 Wabash Avenue, Chicago, Illinois.

SUMMER RESORTS.

ADAMS HOUSE

582-584 Broadway, Opposite New Depot.

ALBANY, N. Y.

EUROPEAN PLAN. T. H. DIGGS, Prop.

Special attention paid to Private Dinners, Luncheons, etc. Ladies' Dining Rooms up stairs. Ladies' Entrance to Cafe, 63 James St. Telephone 1840 D.

Watson's Park,

AN IDEAL SUMMER RESORT. Located on Glen Echo Railway.

Take 7th Street Car to Chevy Chase, change to Cabin John Bridge Car or F Street Car, change at 32d and P st. rears. Societies, Clubs and Parties are invited to spend a day's outing at "Watson's Park." No charge for grounds. Park Large and Shady. Crystal Springs Water Meas served to order. Warren's concert band will play on the lawn every Sunday, 11:30 to 4.

A. D. WATSON, Proprietor,
2025 L St., Northwest.

DRESSMAKING ACADEMY.

The late Lam Orton Famous French Perfection Tailor System Mme J. A. Smallwood, Sole Agent 1513 Madison street, northwest.

Morning class from 9 a. m. to 1 p. m.

Afternoon class 2 to 5 p. m. daily.

Evenings from 7:50 to 10 o'clock.

Mondays, Wednesdays and Fridays, dress-

makers and ladies who wish to do their own

dressmaking.

WANTED—To learn the wonderful De

Lam Orton French Perfection Tailor System.

Seamless Basques without one inch of visible

seam, in lining or goods, not even on the

shoulder. Successful dressmaking requires as

much earnest progressive study as success-

ful work in any of the professions. No detail

is too small to be looked after. We teach you

to make dresses with or without seam and

guarantee perfect fits, and complete your

course with a diploma.

Up pupils can enter at any time